

From: "Joe B. Kent" <jkent@pathtrek.net>
To: "William Gibbons (wgibbons)" <wgibbons@memphis.edu>
Date: 4/5/2017 1:37:58 AM
Subject: Fwd: Memphis Community Leadership Botches and Cost to Taxpayers

Bill,

I cost it out for them as it relates to cost to taxpayers. Next video, I will show in picture what 10m per year looks like in services for taxpayers. See below. Be OPEN to the Data.....

Sent from my iPhone

Begin forwarded message:

From: <jkent@pathtrek.net>
Date: April 4, 2017 at 11:13:10 PM CDT
To: <bill.morrison@memphistn.gov>, <frank.colvettjr@memphistn.gov>, <patrice.robinson@memphistn.gov>, <Jamita.Swearengen@memphistn.gov>, <Worth.Morgan@memphistn.gov>, <edmund.fordjr@memphistn.gov>, <berlin.boyd@memphistn.gov>, <joe.brown@memphistn.gov>, <Janis.Fullilove@memphistn.gov>, <Martavius.Jones@memphistn.gov>, <kemp.concrad@memphistn.gov>, <phillip.spinosajr@memphistn.gov>, <reid.hedgepeth@memphistn.gov>
Cc: <joann.massey@memphistn.gov>, <cao@memphistn.gov>, <sam.powers@memphistn.gov>, <brooke.hyman@memphistn.gov>, <andrew.mathewes@memphistn.gov>, <sophia.wordlaw@memphistn.gov>, <juaness.keplinger@memphistn.gov>, <trudy.pope@memphistn.gov>, <dynisha.clark@memphistn.gov>, <judy.milam@memphistn.gov>, <ashleigh.hayes@memphistn.gov>, <rebecca.garcia@memphistn.gov>
Subject: Memphis Community Leadership Botches and Cost to Taxpayers

Councilman,

Having worked throughout the Country with challenged communities, based on the data, it is apparent to me that Memphis Community Leadership more than any other community that I have worked does not have an understanding that there are significant costs to taxpayers and those in need for the systemic non-delivery of services. In this case, I am speaking primarily of the following entities: Greater Memphis Alliance for Competitive Workforce (GMACW) [Board of Directors](#), EDGE, Memphis Chamber and Memphis Tomorrow. It looks to me to be a cost of \$10M per year to Memphis and Shelby County Taxpayers.

Further and based on research and data, it can be concluded that there is a significant need for outside intervention to formally research and document Memphis community leadership development needs based on Memphis perennial poor performance in quality of life indexes as compared to the rest of the country. This has been going on a long time and the disadvantaged can no longer be blamed for this persistent poor performance of Memphis in quality of life indexes. It appears to be a cultural problem with community leadership that can be validated in the data. My findings are the following: Memphis Community Leadership does not 1) How to course correct 2) have a sense of urgency and 3) know how to engage thoughtful dissent. Don't listen to me. You cant make this stuff up. Its in the data.

The City of Memphis is Partnered with the Memphisworks Initiative through the Tech-Hire Program. Tech-Hire is a

program that is designed to train Americans for Tech Jobs. The Memphisworks project was outsourced by the GMACW Board (Pre Mayor Strickland) to a Canadian Company Based in Tennessee that did not have a proven product that could deliver on time for the benefit of Memphis Taxpayers and Youth. This decision comes at a significant cost to taxpayers. Memphisworks is still in a [Beta State](#). Other American Companies, to include my company had proven products and in my case products and services with a 13 year service history with happy clients throughout the United States.

The behavior that I witnessed by Memphis Community Leadership of providing Corporate Tax Incentives + Stifling Small Business + Non Delivery of Services = An Explosion in Income Inequality and Low Quality of Life for All. To that extent, I have the following exhibits:

- A 14 minute video that documents 2 botched initiatives and the cost to taxpayers of one of those botched initiatives which comes to \$10 Million per year in cost to Memphis and Shelby County taxpayers or a \$216M producing asset. The cost modeling uses the locally recognized EDGE Economic Modeling tool to model costs to taxpayers - <https://www.youtube.com/watch?v=uP0KKZ7QYKI&feature=youtu.be>
- A version of the EDGE cost modeling tool that you yourself can work with. Its been more than 30 days and EDGE still has not answered my questions related to a process for asking questions or answering my specific questions regarding calculations. The following is the cost modeling tool that you can work with - <https://1drv.ms/x/s!AiNXRWm6KZQi6QU8EJhW2r2zazB->
- A solution to formally review EDGE and associated organizations in the form of a local legislative resolution which I hope one of you will sponsor - https://1drv.ms/w/s!AiNXRWm6KZQi6QHiAmTI_bfyWXej

This is the former video that documents in full the GMACW Botch by the GMACW Board - <https://www.youtube.com/watch?v=84RM44ri6tU>

This is just 2 botches and there could be many more at significant cost to taxpayers based on culturally bad community leadership. Its about something other than the work of economic and workforce development here in Memphis.

Please let me know if you have questions and please ask me TOUGH QUESTIONS. Thank you.

PS. And yes, I have tons of solutions if you would like to work with me. I have a BBA in Finance, Master in Curriculum, Instruction and Technology and am a Global Career Development Facilitator with a specialty in Labor Market Information and Regional Career Pathways.

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